

# Comparisons of Job Characteristics

**Focus Occupation:** Insurance Claims and Policy Processing Clerks (43-9041)

**Associated Occupation:** Insurance Sales Agents (41-3021)

[Compare Knowledge](#)

[Compare Skills](#)

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<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 87

**Focus Occupation:** Insurance Claims and Policy Processing Clerks (43-9041)

**Associated Occupation:** Insurance Sales Agents (41-3021)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	20.5	19.6	0	Current knowledge level may be sufficient
Sales and Marketing	5.2	18.4	6.7	<<	Extensive education and/or training may be required
Clerical	7.3	13.3	17.3	>>	Current knowledge level is likely more than sufficient
Economics and Accounting	4.4	11.6	5.8	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 93

**Focus Occupation:** Insurance Claims and Policy Processing Clerks (43-9041)

**Associated Occupation:** Insurance Sales Agents (41-3021)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Active Listening	11.0	14.0	12.3	<	A higher skill level may be required
Persuasion	7.4	11.5	6.6	<<	Extensive development of skills in this area may be required
Service Orientation	7.9	11.5	8.2	<<	Extensive development of skills in this area may be required
Negotiation	6.8	10.5	5.6	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 95			
Focus Occupation: Insurance Claims and Policy Processing Clerks (43-9041) Associated Occupation: Insurance Sales Agents (41-3021)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Comprehension	12.5	14.3	12.0	<	Some improvement in abilities may be required
Oral Expression	12.4	14.3	12.4	<	Some improvement in abilities may be required
Written Comprehension	11.0	14.3	12.6	<	Some improvement in abilities may be required
Written Expression	9.8	12.9	10.0	<<	Extensive improvement in abilities may be required
Speech Clarity	10.2	11.8	10.5	<	Some improvement in abilities may be required
Speech Recognition	9.9	11.4	11.7	0	Current ability level may be sufficient
Mathematical Reasoning	6.3	8.0	7.4	0	Current ability level may be sufficient
Time Sharing	6.6	7.4	4.2	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 83
<b>Focus Occupation: Insurance Claims and Policy Processing Clerks (43-9041)</b> <b>Associated Occupation: Insurance Sales Agents (41-3021)</b>		
Work Activities	Exclusivity of Activity	
Calculate insurance premiums or awards	95	
Compute financial data	53	
Fill out business or government forms	42	
Follow contract, property, or insurance laws	70	
Interview customers	71	
Maintain records, reports, or files	5	
Obtain information from individuals	24	
Provide customer service	14	
Use computers to enter, access or retrieve data	3	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 87

**Focus Occupation: Insurance Claims and Policy Processing Clerks (43-9041)**  
**Associated Occupation: Insurance Sales Agents (41-3021)**

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Content management software	6
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.